



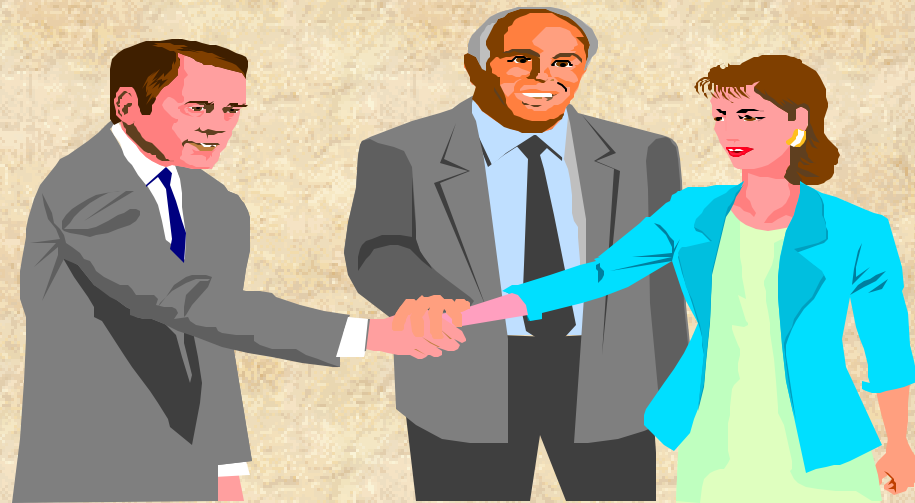
Contracting

Presented By
Major Paul Mangum

“Chamber Brief 2001”

Quote of the Day

- You cannot shake hands with a closed fist.



Question of the Day

- What is the largest buying organization in world?



Today's Goal

- **Provide you with as much helpful information as I can in the time allotted.**
 - Presentations
 - Links to information resources

Camp Pendleton Contracting Offices

- **Regional Contracting Office-South West (RCO-SW) or Base Purchasing and Contracting Office** (e.g. Supplies /services)
<http://www.pendleton.usmc.mil/contracts>
- **Officer in Charge of Construction (OICC)**
Resident Officer In Charge of Construction (ROICC)
(e.g. Architecture, engineering, construction and facilities services)
<http://www.esol.navfac.navy.mil>

Camp Pendleton Contracting Offices...

- **Marine Corps Tactical Systems Support Activity, (MCTSSA)** (e.g. R&D and IT Support, Software)

www.mctssa.usmc.mil

- **Navy Medical Hospital** (e.g. Medical supplies/services)

www.cpp.usmc.mil (link)

- **Marine Corps Community Services (MCCS)** (e.g. Resale, recreation and franchises)

- www.cpp.usmc.mil (link)

How Much Will They Spend?

- **Anticipate over \$360 million in appropriated funds will be spent on various contract actions by Camp Pendleton contracting offices in the next 12 Months.**
- **View office statistics and Contracting Office POCs. [Chamber brief 2000](#)**

What To Do First

- **Mandatory requirements to do business with a DOD contracting office:**
 - All firms must have a Taxpayer Identification Number [TIN]. Call 1-(800) 829-1040 or visit their web site at: <http://www.irs.ustreas.gov>
 - Register with the Government's Central Contractor Registration (CCR).
<http://ccr.edi.disa.mil>
 - Get a Data Universal Numbering System (DUNS) number assigned by Dun & Bradstreet.
<http://www.dnb.com>

What To Do First Cont...

- **Obtain a Cage Code:** This request must be forwarded to the Defense Logistics Agency by a Government Purchasing Office.

<http://www.dlsc.dia.mil/cag@welcome.htm>

- **Register with the Automated Clearing House Payment System for Electronic Funds Transfer (EFT).** <http://dfas.mil>

What to do Next

- **Monitor the Commerce Business Daily (CBD).** <http://cbdnet.access.gpo.gov/>
- **Monitor contracting office web sites.**
- **View “How to do business with Camp Pendleton” on our web site.**
- **Determine who on Base needs your product.**

What To Do Next..

- **Contact the Freedom of Information Act office on base. POC Mrs. Arlene Jones (760)725-5312 email: jonesel@mail.cpp.usmc.mil**
 - **Be as specific as possible.**
 - **Note: May be a small fee.**

What To Do Next..

- **Mail your brochures/catalogs to potential customers**
- **Advertise in the Base Paper (Scout).
Contact: North County Times, Mr.
Brian Ronalds, (760) 901-4073**
- **Contact the Small Business
Specialist at the appropriate
contracting office.**

What To Do Next..

- **Obtain a GSA Contract to sell your goods/services DOD wide.**

San Diego Personnel

*A woman owned small business
success story* by Ms. Debbie Munoz



San Diego Personnel

Pacesetter Personnel, Inc.

www.sdpersonnel.com

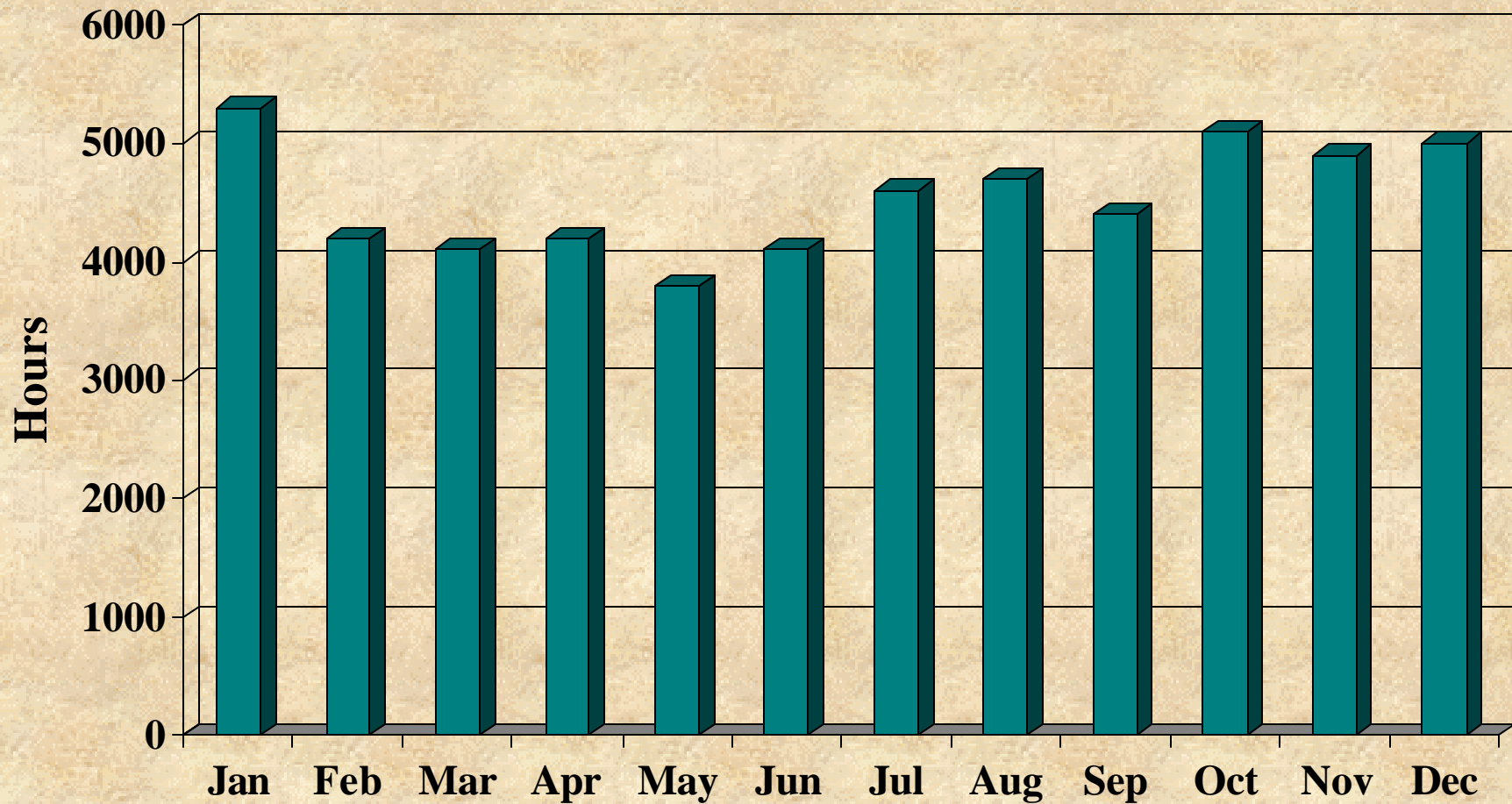


San Diego Personnel

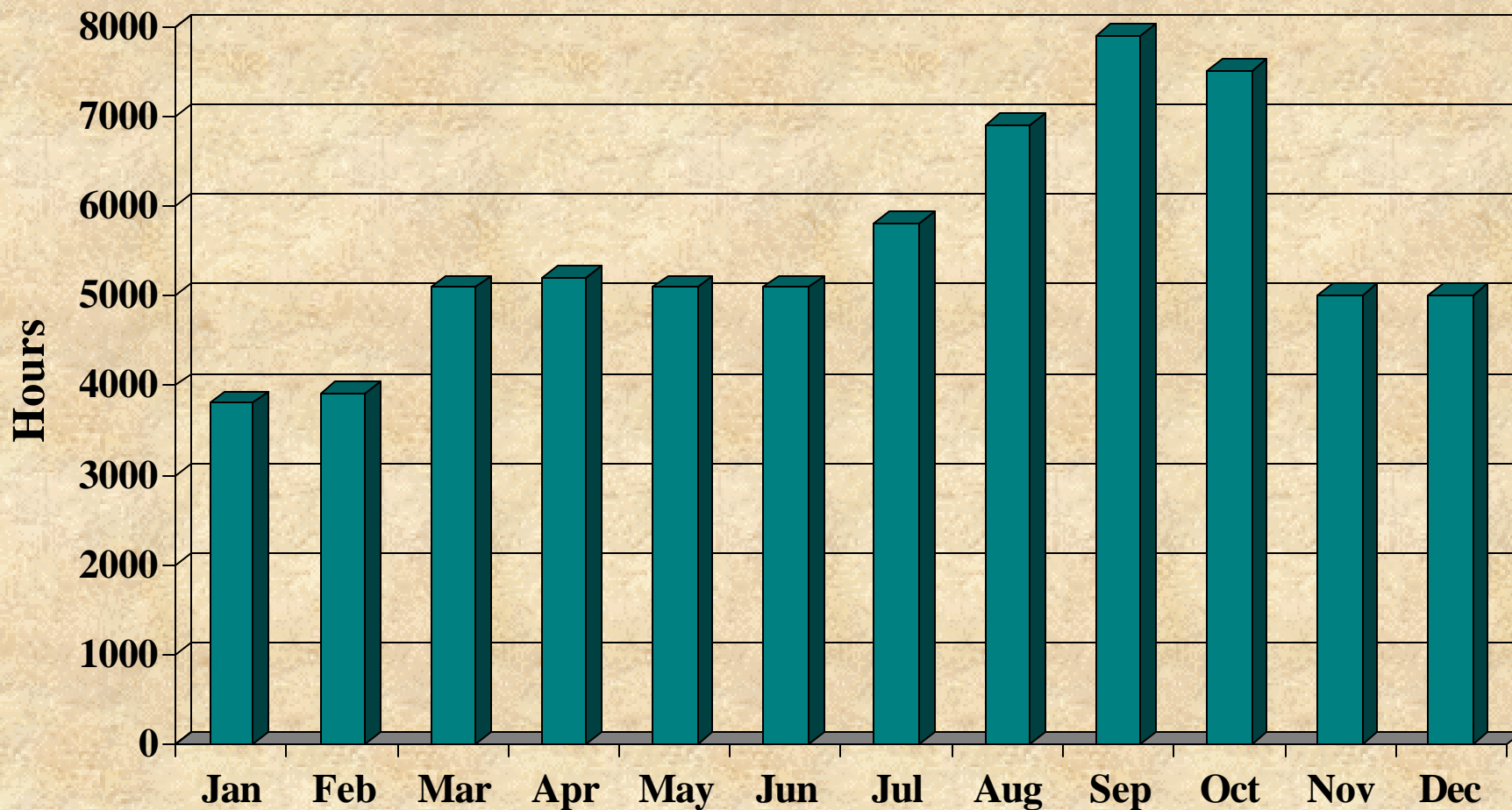
Exceeding Customer Expectations



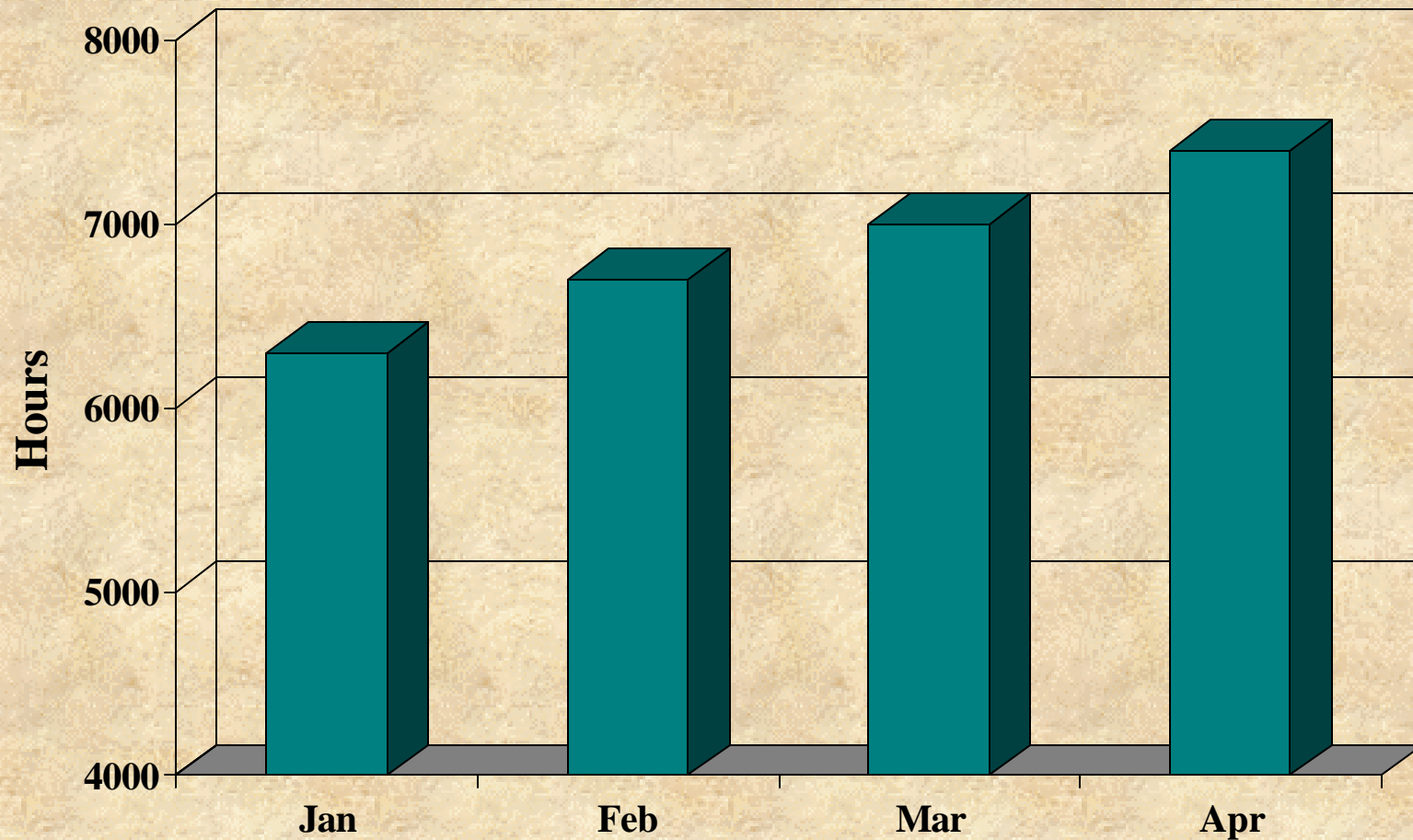
Average Monthly Hours 1999



Average Monthly Hours 2000



Average Monthly Hours 2001

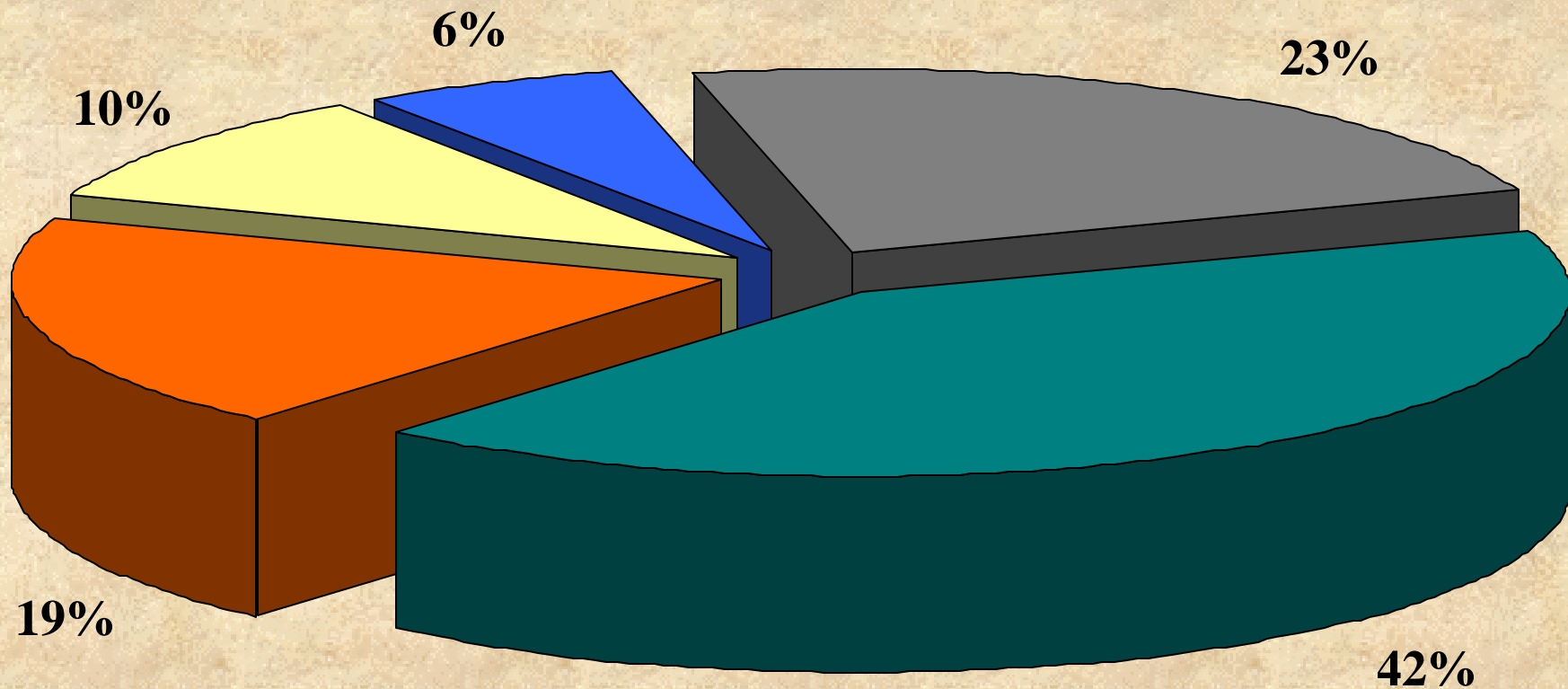




North County and Riverside Offices

- **Pacesetter Personnel, Inc.
Fallbrook**
- **Pacesetter Personnel, Inc.
Temecula**

First Quarter Hours 2001



■ Camp Pendleton
■ Office Pavilion
■ Other Industries

■ Barona
■ Parron Hall



San Diego Personnel

Pacesetter Personnel, Inc.





Smarter Solutions

www.fss.gsa.gov

Getting Started

How To Win A GSA Federal Supply
Schedule Contract

Doing Business With GSA

Benefits

- Preferred Source
- Best Buy Determination
- Worldwide Advertising
- Partnering

Points Of Contact

- Carol Honore
Senior Business Specialist
carol.honre@gsa.gov
- Lori B. Falkenstrom
Business Specialist
lori.falkenstrom@gsa.gov
- Address: **450 Golden Gate Ave., 5th Floor (9ADB)**
San Francisco, CA. 94102-3434

Telephone (415) 522-2700 Fax (415) 522-2705



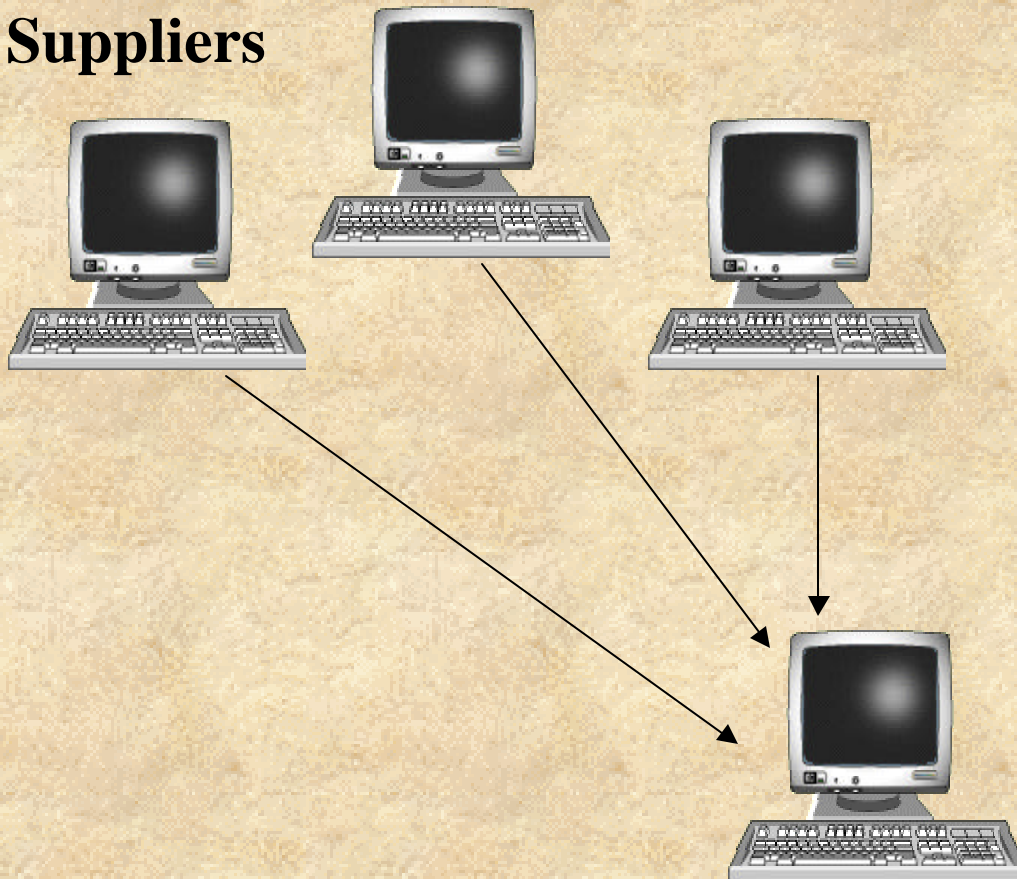
**Are You
Ready?**

Small Business Administration

- www.sba.gov
- pro-net.sba.gov

Reverse Auctions

Suppliers



Buyer

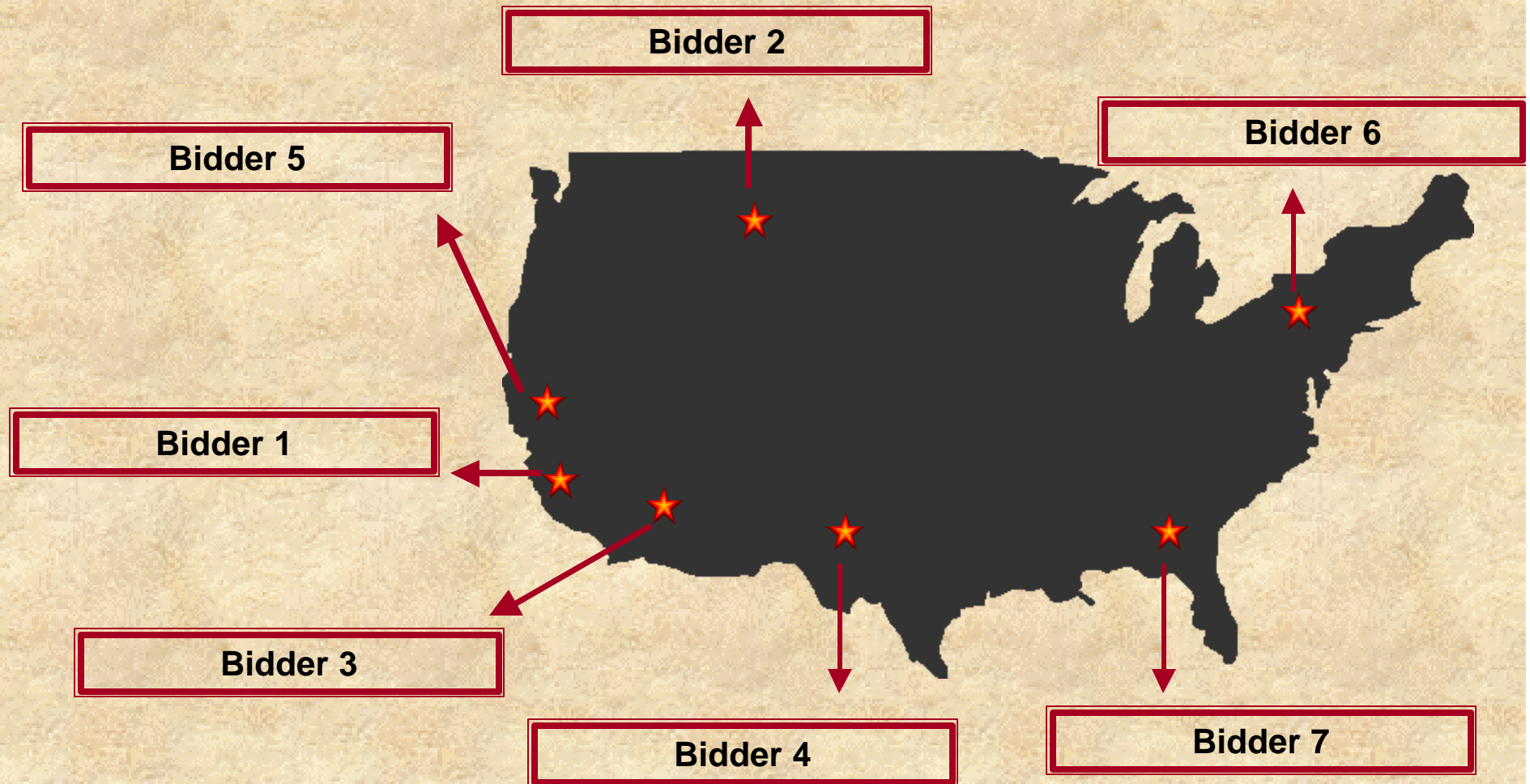
Reverse Auctions Characteristics

- **Suppliers pre-screened and approved.**
- **Suppliers are issued passwords.**

Only suppliers with passwords can participate in the auction

- **Offerors are anonymous to all participants except Government. Suppliers see a bidder number, not the competition's names.**
- **Evaluation criterion can be price or best value.**

Offerors Competing can be anywhere in the country...just need to have Internet access

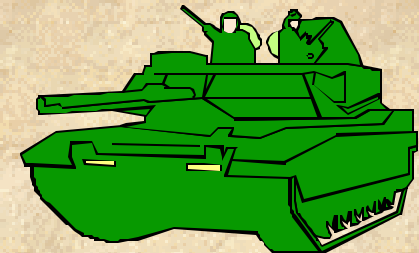


Local RA Success Stories

- **Dynamic Resources in San Marcos on a paper buy.**
- **Appliance firm in Phoenix AZ for Yuma RA.**

Conclusion

- In contracting, we see our relationship with the civilian community as an essential partnership in our efforts to support our customers...the war fighters ...who serve our Country and protect our way of life.



QUESTIONS?

